

APPENDIX C PRICING INDEX
DIR-SDD-2006
Amendment No. 3
AUDIO VISUAL INNOVATIONS, INC.

Products	Customer Discount % off MSRP
AMX	39.50%
AVTeq Telepresence Soloutions	44.50%
AVTeq Technology Conference Series	30.50%
AVTeq Carts	36.50%
AVTeq Wall Mount Camera Shelves	22.50%
AVTeq Ceiling & Wall Mounts	34.50%
AVTeq Learning Series	41.50%
AVTeq Accessories (Excluding Revolabs Accessories)	10.50%
Barco	9.50%
Bretford Basics	51.50%
Bretford Basics Technology Products	42.50%
Bretford Basics EDU Products & Lirbary	36.50%
Cisco	35.50%
Crestron (excludes: Capturehdp, Cblvgaaud6)	37.50%
Da-Lite Electric/Fixed Frame Screens (excludes: p/n 36442)	24.50%
Da-Lite Lecterns	25.89%
Da-Lite Screens	36.50%
Epson Projectors (Education ONLY)	50.50%
Epson Accessories	9.50%
Extron	36.50%
Haivision Systems	4.50%
LifeSize Code (base products & ESP)	24.50%
Milestone/Chief	27.50%
Mitsubishi Balance of Line	9.50%
Mitsubishi Projectors	22.50%

Products	Customer Discount % off MSRP
NEC Projectors	19.50%
NEC LCD Monitors	3.50%
NEC Large Format LCD - Professional Grade X Series	14.50%
NEC Medical Series LCD	20.50%
NEC Accessories and balance of Product Line	9.50%
Polycom Tier 2 (DC2)	2.50%
Polycom Tier 4 - install, train and maint (DC4)	6.50%
Polycom Tier 5 (DC6)	10.50%
Polycom Tier 6 (DC8)	15.50%
Polycom Tier7 (DC10)	19.50%
Polycom Tier 8 (DC12)	24.50%
Polycom Tier 9 (DC14)	29.50%
Polycom Tier 10 (DC16)	35.50%
Radvision	24.50%
SAFARI Montage 400 Series (includes SAFARI Montage Operating System)	2.50%
SAFARI Montage 600 Series Tower Server (includes SAFARI Montage Operating System)	5.50%
SAFARI Montage RM-540i Rackmount Server (includes SAFARI Montage Operating System)	4.50%
SAFARI Montage 600/800 Series Rackmount Server (includes SAFARI Montage Operating System)	19.50%
SAFARI Montage Network DVR 4-Stream Server	15.50%
SAFARI Montage Network DVR 8-Stream Server	5.50%
Products: Safari Montage Hard Drives	
for T420 Servers	
Drive	2.50%
1TB Hard Drive	3.50%
for RM640 & WAN1240 Servers (Replacement Drives)	
160GB/250GB Drive for RM640	1.50%
2TB Drive	2.50%
for T440X, RM440X, RM640X, & WAN880X Servers	
146GB Hard Drive	1.50%
500GB Hard Drive	13.50%
1TB/2TB Drive	2.50%
for T420A, T440i, T640i, RM440i, & RM540i Servers	
250GB/1TB Drive	1.50%
500GB Hard Drive	19.50%

Products	Customer Discount % off MSRP
2TB Drive	5.50%
for RM820, WAN840, RM840, & WAN880 Servers	
250GB/2TB Drive	1.50%
500GB SATA Hard Drive	19.50%
1TB SATA Drive	2.50%
Encoders	
SAFARI Digital Encoder Chassis	5.50%
SAFARI Montage SD Encoder	2.50%
SAFARI Montage HD Encoder	4.50%
SAFARI Montage Encoder HD Upgrade	2.50%
SAFARI Montage MPEG2-H264 Encoder	7.50%
Other Hardware	4.50%
Software	19.50%
Shure Wired Mics	4.50%
Shure ULX/S; ULX/P; SLX, PGX Wireless Systems	1.50%
Shure Wireless Accessories, Component Mics, pro tier wireless products	0.50%
SMART Boards	25.50%
SMART Interactive Displays/wireless slates/Document Cameras	19.50%
SMART Interactive Overlays & Response	34.50%
SMART Interactive Table	23.50%
SMART Classroom Amplification System	21.50%
SMART Software	29.50%
SMART Accessories and balance of Product Line	9.50%
SMART Podiums	12.35%
Sony	9.50%
Vbrick	4.50%
Video Furniture	36.50%
AVI-SPL Video Monitoring System (HIPAA compliant)	10.50%
AVI-SPL NICU Virtual Communication System	11.50%
AVI-SPL Telemedicine Cart (with custom instrumentation integration)	14.50%
AVI-SPL Telemedicine Collaboration System (with custom integration)	9.50%
AVI-SPL Engineering and Integration Services	
AVI-SPL Design and Integration Services Category A	25.50%
AVI-SPL Design and Integration Services Category B	14.50%
AVI-SPL Design and Integration Services Category C	9.50%
AVI-SPL Design and Integration Services Category D	7.50%
AVI-SPL Design and Integration Services Category E	4.50%

Products	Customer Discount % off MSRP
CISCO SERVICES	
AVI-SPL CCP Cisco DMS Project Management and Training	25.50%
AVI-SPL CCP Cisco DMS Infrastructure Implementation	25.50%
AVI-SPL CCP Cisco DMS Players, Network Recorders and Capture Devices Provisioning support and Implementation	25.50%
AVI-SPL CCP Cisco External Streaming server Integration	25.50%
AVI-SPL CCP Cisco Nexus On Demand Implementation and Support	25.50%
AVI-SPL CCP Cisco TelePresence Systems PM, Pre Installation, Planning and Design, Installation, Configuration, Onsite System Administration, Training	25.50%
AVI-SPL CCP Cisco CTS/Telepresence Infrastructure and Device Services: Deployment Support, Onsite System Administration and Training	25.50%
AVI-SPL CCP Cisco CTS/Telepresence Infrastructure Services: Daily Rate	25.50%
AVI-SPL CCP Cisco (Tandberg) Telepresence Room Systems, Infrastructure, MCU, TMS & VCS, Gateway, Recording and Streaming Products Implementation Services	25.50%
AVI-SPL CCP Cisco (Tandberg) Telepresence Network Architect Consultation - Limited Service Engagement	25.50%
AVI-SPL CCP Cisco (Tandberg) Video Enterprise Assessment and Recommendations Report - Limited Service Engagement	25.50%
AVI-SPL CCP Cisco Unified Communications Integration Services (Excluding OCS 2007)	25.50%
AVI-SPL CCP Cisco Jabber - TMS Implementation and Administrative Training	25.50%
AVI-SPL CCP TMS - Implementation for Lotus Notes	7.50%
AVI-SPL CCP TMS - Implementation for Exchange Integration	7.50%
Cisco CustomerCare Plus Preferred	22.50%
Cisco CustomerCare Plus Preferred Onsite	39.50%
Cisco CustomerCare Plus Exclusive	44.50%
Polycom	
AVI-SPL CCP Polycom Infrastructure Implementation Services: PM, Training	25.50%
AVI-SPL CCP Polycom Telepresence Implementation Services (non Union)	25.50%
AVI-SPL CCP Polycom OTX Network Rediness Assessment	25.50%
AVI-SPL Polycom CustomerCare Plus Preferred	29.50%
AVI-SPL Polycom CustomerCare Plus Preferred Onsite	39.50%
AVI-SPL Polycom CustomerCare Plus Exclusive	44.50%
LifeSize Services	
AVI-SPL CCP Lifesize Infrastructure Deployment and Support Services	25.50%
AVI-SPL LifeSize CustomerCare Plus Preferred	24.50%
AVI-SPL LifeSize CustomerCare Plus Preferred Onsite	53.50%
AVI-SPL LifeSize CustomerCare Plus Exclusive	59.50%
Radvision Services	
AVI-SPL CCP Radvision VTC Infrastructure Deployment and Support	25.50%
Technical Services:	
Integrated OR & Infrastructure Design: \$125/hour	9.50%
Network Engineering: \$150/hour	9.50%
Installation: \$90/hour	9.50%